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BUSINESS OF CHERRY GROWERS' ASSOCIATION INCREASING

Grower members of the California Cherry Growers' Association, San Francisco, California, received \$335,210 as their share of the gross sales of the 1923 crop, which was sold for \$405,438. Expenses in connection with the marketing of the crop were approximately \$30,000.

The association was formed in 1921. That year its total business amounted to \$79,021; and the following year to \$292,574. The present membership of the association, which is nonstock, is 600. Its only business is that of marketing cherries. A marketing agency relationship is set up by the marketing contract which includes the crop years of 1924 and 1925.

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INTERNATIONAL INSTITUTE OF COOPERATION BEING DEVELOPED

At a meeting held in Washington, D. C., February 11, steps were taken toward the formation of an International Institute of Cooperation where those interested in the cooperative movement may meet for discussion and study. It is proposed that this institute shall be in the nature of a school where employees and members of cooperative organizations, as well as students and instructors, may study the history, theory and practice of cooperation, also all phases of cooperation.

According to present plans the first school will be held the coming summer at one of the universities in the northern part of the United States. The time, place, and courses to be offered, will be announced later by the general board appointed to start the International Institute in functioning.

Among the organizations which participated in the initial meeting in behalf of the institute, were the following: The United States Department of Agriculture, the American Farm Bureau Federation, the National Grange, the Farmers' Educational and Cooperative Union of America, the American Wheat Growers, the National Milk Producers' Federation, the National Association of Commissioners of Agriculture, the National Association of State Marketing Officials, the American Farm Economics Association, the Sun-Maid Raisin Growers of California, and the Farmers Grain Dealers National Association. All cooperative associations are being invited to participate in the movement.

SECOND NATIONAL COOPERATIVE MARKETING CONFERENCE

Fifty-nine cooperative marketing associations located in 27 states, from Maine to California, were represented by 115 of their members and officers at the Second National Cooperative Marketing Conference, Washington, D. C., February 7, 8 and 9, 1924. The North Carolina Cotton Growers' Cooperative Association was represented by eight of its officials and members; the Burley Tobacco Growers' Cooperative Association, by six; the Texas Farm Bureau Cotton Association, by five; the Oklahoma Cotton Growers' Cooperative Association, by four; and other organizations by four, three, two, and one representative each.

In addition, seven educational institutions had representatives in attendance, five farm papers, two railroads, two departments of the Federal Government, the War Finance Corporation, the Federal Reserve Board, the Federal Board for Vocational Training, the U. S. Chamber of Commerce, the American Bankers' Association, the American Country Life Association, the National Grange, several of the state farm bureaus, the horticultural societies of New Jersey and Maryland, the Sears-Roebuck Agricultural Foundation, the Maryland Canning Crops Committee, the National Wheat Growers' Advisory Committee, and the American Institute of Agriculture. The Agricultural Adviser of the Danish Government attended the conference, as did also a number of attorneys, economists and legislators.

The program covered two and one-half days and included twenty addresses by men and women prominent in the field of cooperation.

At the annual meeting of the National Council of Farmers' Cooperative Marketing Associations, which was held in connection with the Second National Marketing Conference, Robert W. Bingham, Lexington, Ky., was re-elected chairman for the ensuing year, and Carl Williams, Oklahoma City, Oklahoma, was re-elected vice chairman.

Resolutions were adopted by the National Council placing the organization on record as "opposed to all forms of price fixing by the Government" and favoring "a system of cooperative marketing which will enable farmers to carry on marketing processes in commodity groups in ways that will permit orderly selling or merchandising in place of the wasteful and expensive practice of dumping and blind selling." It was declared to be "the aim of cooperative commodity marketing to reduce the spread (between producer and consumer) by more economical and efficient methods of distribution." A call was made upon the United States Department of Agriculture "to develop and put in operation a system of timely reports on demand and consumption of agricultural products to balance reports on acreage and probable yield." Request was also made by resolution that the Department of Agriculture extend its crop estimates "to include regular and comprehensive reports on the production of poultry and eggs in the United States, the available supplies of these products and their movement into commerce."

BIG SHIPMENT OF COOPERATIVE COTTON TO LIVERPOOL

Eighteen thousand bales of cotton were recently shipped in one lot by the Texas Farm Bureau Cotton Association from the warehouse at Houston, direct to Liverpool. This was said to be the largest shipment of cotton ever made by one firm to a foreign country. It was transported by one of the steamers of the United States Shipping Board and was insured for nearly \$4,000,000.

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SOME POLICIES OF A FARMERS' PURCHASING ORGANIZATION

Two reasons why the Cooperative Grange League Federation Exchange, Ithaca, N. Y., is engaged in the business of cooperative buying, are given by the manager, H. E. Babcock. These reasons are, first, to be assured of certain services and supplies of a certain quality for the farms, and, second, to save money. In order to secure the performance of these services and the delivery of the supplies they need, the farmers have set up this purchasing organization.

Mr. Babcock believes that it is doubtful whether an inexperienced farmers' organization can perform these necessary services at a less cost than they are being performed by reliable private agencies. Therefore the members of a buying association are not likely to secure material price savings until their organization is both experienced and well established. He believes that the important fact is that these services, whether performed at less expense or not, are performed in the interest of the farmers.

Four departments are maintained by the exchange, dairy feed, seeds, fertilizer, and miscellaneous, including coal, twine, and traffic.

During the first 18 months of operation the capital of the exchange was impaired to the extent of \$100,000. In order to reduce expenses and wipe out this deficit the following measures were adopted:

1. Encouragement of voluntary contributions of orders by the members to save the expense of solicitation. During 1923 the exchange spent \$41,000 to secure about \$5,000,000 worth of business. A further reduction is proposed.
2. With the growth of the business of the exchange, the department heads were able to anticipate the members' requirements some months in advance. This enabled them to follow definite plans and gave them bargaining power in their dealings with manufacturers.
3. Plans were developed to keep the association's feed mill running steadily, thus reducing overhead expense.
4. The increase in volume reduced the proportional charge for central office expense. Volume is believed to be the most necessary single factor in the success of buying organization.

VIRGINIA GROWERS REPORT INCREASING BUSINESS

Total sales of the Southwest Virginia Cooperative Exchange, Inc., Rural Retreat, Va., for the year 1923, amounted to \$245,242, according to the annual statement issued as of November 30. Of this sum \$185,076, was received from sales of cabbage; \$29,223 from potatoes; \$9,345 from apples; \$8,594 from rutabagas. Car-lot shipments totaled 668, of which 544 were straight cars and 124 were mixed. The equivalent of 11 more cars was shipped by express and l.c.l. freight. Shipments were made from 12 stations. The sum of \$199,914 was paid to growers, this being 81.5% of the gross sales. The total association expenses were \$13,425, or 5.47% of gross sales. After deducting all expenses, commissions and charges, the operations for the year showed a surplus of \$7,700.

Prompt payment was a feature of the work. The first car was shipped July 11 and was paid for July 14. The last shipment was made on November 17 and paid for on the 21st.

During the previous year 603 cars were shipped and sales amounted to \$122,954. The exchange was organized in 1921 and is made up entirely of producers.

Ten per cent of the surplus of 1923 was set aside for a reserve fund, and 5% of the remainder as an educational fund, leaving an unexpended surplus for the year of \$6,533.60.

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NORTHWEST APPLE GROWERS CONSIDERING REORGANIZATION

Apple growers of the Pacific Northwest took an active part in a congress held under the auspices of the Washington State Chamber of Commerce, at Yakima, January 16 and 17. The purpose of the congress was to review the apple situation from the standpoint of the grower and to consider ways and means of putting the industry on a more profitable basis. It was pointed out that many growers were discouraged because of existing heavy expenses of grading, packing and selling. The annual apple crop of the Northwest was estimated to represent a sum of \$100,000,000.

Two days were spent in considering present conditions and the outlook for the future. As a result a committee of five growers was appointed to make a careful study of the situation, to investigate marketing methods employed by the California fruit associations, and to make recommendations for consideration at a future meeting of the growers. The committee, in cooperation with bankers, raised a fund of \$15,000 to pay the preliminary expenses connected with the proposed program for cooperation on a larger scale than in the past. Two members of the committee selected were from North Central Washington, one from Central Washington, one from Southeast Washington, and one from Oregon.

COOPERATIVE MARKETING OF FRUITS AND VEGETABLES

Fruits and vegetables to the value of \$221,000,000 were handled during the 1922-23 season by cooperative associations reporting to the United States Department of Agriculture. As reports have not yet been received from all associations the value of such products handled co-operatively is much greater than the figures given above. It is quite likely that the total value of fruits and vegetables handled through farmers' business organizations was in excess of \$250,000,000.

Of the \$221,000,000 reported, \$182,000,000 represented the sales of fruits, \$29,000,000 the sales of vegetables, and \$9,500,000 mixed fruits and vegetables. The estimated number of cars of fruit handled was 107,787; the number of cars of vegetables, 59,944; and the number of cars of mixed fruits and vegetables, 9,475. The figures indicating car lots and money value, with percentages of each as regards fruits and vegetables, is as follows:

	: Cars	: Per Cent	: Value	: Per Cent
Fruits	: 107,787	: 60.8	: \$182,420,911	: 82.4
Vegetables	: 59,944	: 33.8	: 29,503,363	: 13.3
Mixed	: 9,475	: 5.4	: 9,565,603	: 4.3
Total	: 177,206	: 100.0	: \$221,183,977	: 100.0

The fruits handled in the largest quantities by the cooperatives, in the order of their importance, were as follows:

Fruits	Cars of Fruit Handled			
	: Number	: Per Cent	: Value	: Per Cent
	: of Total	: of Total		: of Total
Citrus	: 43,620	: 40.4	: \$59,202,327	: 38.0
Apples	: 16,099	: 14.9	: 13,794,241	: 7.5
Grapes	: 15,889	: 14.7	: 43,510,669	: 23.3
(and Raisins)	:	:	:	:
Peaches	: 6,025	: 5.6	: 9,346,380	: 5.1
Strawberries	: 5,987	: 5.5	: 6,169,964	: 3.3
Pears	: 2,829	: 2.6	: 2,431,285	: 1.3
Plums and	:	:	:	:
Prunes	: 3,195	: 2.9	: 12,453,720	: 6.8
Cranberries	: 1,685	: 1.5	: 3,906,510	: 2.1
Apricots	: 391	: --	: 3,083,932	: 1.7
Raspberries	: 383	: --	: 672,346	: --
Loganberries	: 353	: --	: 312,327	: --
Blackberries	: 313	: --	: 268,851	: --
Cherries	: 199	: --	: 499,354	: --
Figs	: 190	: --	: 1,170,000	: --
Currants	: 121	: --	: 93,918	: --
Olives and	:	:	:	:
Olive Oil	: 111	: --	: 579,260	: --
All Commodities	: 107,787	: 100.0	: \$182,000,000	: 100.0

Certain fruits were processed before shipping. Quantities of grapes were shipped as raisins, while nearly two-tenths of the plums and prunes and about one-half of the apricots were handled in the dried form.

Over 98% of the tonnage of the citrus fruit was handled through five federations, and over 90% of the grapes by eight organizations. Eight associations handled nearly 64% of the apples, while three associations marketed 89% of the plums and prunes sold cooperatively.

The most important commodity among the vegetables handled by cooperative associations was potatoes. Nearly 20,000 cars of white potatoes were handled and over 5,000 cars of sweet potatoes. The commodities of which more than 500 cars were shipped, the value of the shipments, and the figures representing percentages of total shipments, are as follows:

Vegetables	Cars of Vegetables Handled			
	Number	Per Cent of Total	Value	Per Cent of Total
Potatoes (White)	19,943	33.27	\$11,061,852	37.49
Potatoes (Sweet)	5,149	8.58	1,792,204	6.07
Tomatoes	4,440	7.41	2,993,999	10.14
Watermelons	2,637	4.40	287,525	.97
Lettuce	1,821	3.04	1,048,920	3.55
Lima Beans	1,262	2.11	3,800,000	12.88
Celery	1,162	1.94	759,502	2.57
Onions	370	1.45	435,597	1.48
Cucumbers	518	.86	347,807	1.18
Cantaloupes	503	.84	209,879	.71

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MORE THAN THREE MILLION ADVANCED TO SOUTHWEST WHEAT GROWERS

Two advances on 1923 wheat delivered prior to January 28, have been made to members of the associations making up the Southwest Wheat Growers Associated, Enid, Okla. These payments are on 5,481,933 bushels and total \$3,523,121. Of this wheat Oklahoma members delivered 4,351,634 bushels to the pool, and Texas members delivered 1,130,299 bushels. This is a large increase for Texas over 1922 when only 219,000 bushels were pooled. Severe drought and heavy floods greatly reduced the crop in Oklahoma. March 1 is set for the close of the pools. Any wheat delivered after that date will be included in the 1924 pools.

The Oklahoma Wheat Growers' Association is said to be growing at the rate of 20 members a day. Five hundred new members were added during December and 611 during the month of January, making a total of 10,336 on the last day of January. Recent contracts average about 100 acres each.

LOUISIANA RICE GROWERS FORM CREDIT CORPORATION

Steps were taken early in January by rice growers of Louisiana for the formation of a nonprofit association to be known as the Rice Farmers* Credit Association, Inc., with headquarters at Crowley, La. The purpose for which this organization is formed is to finance activities connected with the "marketing of the agricultural products of its members, the harvesting, preserving, drying, processing, manufacturing, canning, packing, grading, storing, handling, shipping or utilizing thereof, the manufacturing or marketing of by-products thereof, and the selling or supplying to its members of machinery, equipment or supplies."

Fifteen directors are to manage the affairs of the association. The organization is for fifty years and capital stock is authorized to the amount of \$50,000 in shares of \$25 each, with provision for the increase of said capital stock to \$250,000. Among the original subscribers to the capital stock of the association are the Louisiana Farm Bureau Rice Growers' Cooperative Association, Crowley, La; and the River Farm Bureau Rice Growers' Cooperative Association, Baton Rouge, La.

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NORTH DAKOTA WHEAT GROWERS SETTLING FOR 1922 POOL

Sale of all 1922 pooled wheat has recently been completed by the North Dakota Wheat Growers' Association, Grand Forks, N. D., and settlement is being made with members as rapidly as possible. The operations of this first wheat pool conducted by the association are reviewed by the president of the association in "A Message to Members of the 1922 Pool," published in the Wheat Grower, February 1. Machinery had to be set up for receiving a large quantity of wheat. The first wheat was received the latter part of August, 1922, and continued to come in until July 9, 1923. Practically a million bushels was delivered between June 1 and July 9, 1923, at which time the market was falling. Rather than sell at the prevailing low prices the directors decided to hold the wheat, borrow on it as extensively as possible, and make such payments as seemed practicable. As funds could not be secured through the local banks the association turned to the War Finance Corporation for assistance. The wheat was scattered through the state in 700 elevators and it has taken some time to sell it in an orderly manner as the market improved. However, the management feels that the action was justified as it resulted in about 4-1/2¢ more per bushel for spring wheat and 1-1/2¢ more for durum.

The 1923 pool is financed by the Intermediate Credit Bank which did not begin operations in time to help with the 1922 pool. By closing the pool a little earlier this year the management hopes to avoid the difficulty of having a large volume of wheat delivered at the last minute. It is expected that a much larger quantity will be pooled which will materially reduce the overhead expense. The association now has 15,000 members.

TRADERS MAY CHOOSE THEIR CUSTOMERS

Among the cases recently decided by the Supreme Court of the United States which should be of interest to those engaged in cooperative marketing is that of the Federal Trade Commission v. Raymond Brothers-Clark Company, 44 Sup. Ct. 162.

In this case the Federal Trade Commission filed a complaint against the Raymond Brothers-Clark Company charging it with engaging in unfair method of competition in interstate commerce. This company was engaged in the wholesale grocery business. It purchased a portion of its supplies from the T. A. Snider Preserve Company. The Basket Stores Company, one of the competitors of the Raymond Brothers-Clark Company, also purchased supplies from the T. A. Snider Preserve Company. The Basket Stores Company operated a chain of retail stores and also sold at wholesale. The Raymond Company informed the Snider Company in effect that it would withdraw its patronage if it (the Snider Company) continued to sell goods to the Basket Stores Company. The Supreme Court said that the facts stated did not constitute an unfair method of competition within the meaning of the Federal Trade Commission Act, and also pointed out that the conduct in question did not constitute an unfair method of competition at common law.

With respect to these matters the Supreme Court, among other things, said:

Mor do we find that the threatened withdrawal of its trade from the Snider Company was unlawful at the common law, or had any dangerous tendency unilv to hinder competition.

It is the right, "long recognized," of a trader engaged in an entirely private business, "freely to exercise his own independent discretion as to the parties with whom he will deal" Thus a retail dealer "has the unquestioned right to stop dealing with a wholesaler for reasons satisfactory to himself" He may lawfully make a fixed rule of conduct not to buy from a producer or manufacturer who sells to consumers in competition with himself.

Although the rule seems to be well established that in the absence of a statute dealing with the matter, a dealer or trader may choose his customers and deal with some and refuse to deal with others for reasons satisfactory to himself, he must not combine with others not to trade or deal with a certain person or persons. In this case the Court said:

An act lawful when done by one may become wrongful when done by many acting in concert, taking on the form of a conspiracy which may be prohibited if the result be hurtful to the public or to the individual against whom the concerted action is directed.

L. S. Hulbert.

INCREASE IN BUSINESS REPORTED BY TURNER CENTRE SYSTEM

Total receipts for 1923 for the Turner Centre System, Auburn, Me., a producer-controlled milk-marketing system, were well above the five million dollar mark, according to the annual report of the company. The increase over 1922 was 27%. At the same time, total expenses were but 61.4% greater than for the previous year. Patrons were paid 32.1% more for milk and cream in 1923 than in 1922. The increase in the value of real estate, buildings, fixtures and equipment, was 43%, and the increase in net worth was 12.7%. The important figures regarding the business of the company for 1922 and 1923, with the percentage increase or decrease, are given below:

	1922	1923	Per Cent Increase
Pounds of Butterfat			
Paid for	3,606,205	4,117,924	14.2
Total Receipts*	\$4,182,202	\$5,534,480	27.5
Total Expenses**	1,421,027	1,655,250	16.4
Receipts from Milk and Cream	3,439,104	4,307,457	25.2
Paid Patrons for Milk and Cream***	1,930,454	2,617,231	32.1
General Expense	279,544	293,547	22.5
Manufacturing Expense	653,940	710,352	7.0
Selling Expense	492,944	635,172	28.7
Capital Stock Outstanding	1,144,994	1,324,265	15.6
Real Estate, Fixtures and Equipment	1,630,123	2,332,351	43.0
Accumulated Surplus	297,420	272,108	7.3****
Net Worth	1,568,968	1,791,190	12.7

*Receipts from all sources.

**Including bonus to employees.

***Including bonus to patrons.

****Decrease.

During 1923, 15,945,616 pounds of cream and 55,740,854 pounds of milk were handled. A total of 439,450 pounds of butter was churned, 278,178 pounds of casein was made. The average monthly price paid for butterfat was 50-11/12¢, the average monthly price paid per cwt. for milk was 67-1/4¢, and the average monthly price paid for cream was

\$1.54-3/4. The butterfat price ranged from 40¢ in June and July to 64¢ in November and December.

The amount received by the company for milk, cream and eggs, the amount paid to the patrons each year since 1913, and the per cent which was paid to the patrons, is given in the table below:

Year	Receipts from	Paid Patrons	Per Cent
	Milk, Cream	for Milk, Cream	of Receipts
	and Eggs	and Eggs	Paid Patrons
1913	\$1,859,400	\$1,577,568	84.8
1914	2,043,763	1,731,777	84.7
1915	2,295,105	1,895,949	82.5
1916	2,613,086	2,126,417**	81.2
1917	3,201,441	2,530,481**	80.6
1918	4,310,455	3,542,529**	82.1
1919	4,976,697	4,055,628**	81.4
1920	5,599,314	3,737,594**	66.7***
1921	4,236,116	2,646,543**	62.4***
1922	3,439,104*	1,930,454**	57.3***
1923	4,307,457	2,617,231**	60.7***

* Excluding unexpended patrons' bonus, \$14,840.

** Including bonus to patrons.

*** During recent years the dairy products marketed by the company have been carried a little further on the road leading to the consumers than formerly. Because of this fact additional services have been rendered, additional expenses incurred, and an increased price charged for the products sold. It is obvious that the producer can not receive so large a percentage of the price paid by the retail establishments as that paid by wholesale. The figures in the above table indicating per cent for the years since 1920 are not comparable with those for the preceding years.

This company began business as the Turner Centre Dairying Association in 1832. Since that year the annual volume of business has increased from a few thousand dollars to over five million. The company has receiving plants in Maine, New Hampshire and Vermont, and operates distributing plants at Charlestown, Lynn, Lawrence, Lowell and Worcester, in Massachusetts, and in Providence, Rhode Island. The property of the company is free from mortgage or bonded indebtedness.

The common cooperative stock, of which more than \$600,000 is outstanding, draws 7.2% interest and is redeemable at par in five years from date of issue.

Figures indicating the growth of the company year by year were given in this circular in the issue of March 12, 1923.

WIDE DISTRIBUTION PROVIDED FOR CALIFORNIA DECIDUOUS FRUITS

Under date of January 8, the general manager of the California Fruit Exchange, Sacramento, Calif., issued the annual report for the season of 1923. During the year the exchange handled 10,935 cars of fruits which were sold for \$17,173,124. This was an increase in gross sales over 1922 of \$4,124,600. The percentage increase in the number of cars handled in 1923 as compared with 1922 was 43%. The exchange delivered car lots of fruit in 350 markets of the United States and Canada.

In addition to distributing and selling fruit the exchange operates a supply department and a lumber department. The supply department, during the past year, secured for the growers, supplies and merchandise to the value of \$2,017,958. Among the items handled were: 1,200 carloads of box shook, 70 cars of baskets, 65 cars of kegs, 63 cars of sawdust packing for grapes, 20 cars of paper, and 12 cars of nails. Spray materials were also handled.

Last season was the fourth for the lumber department, which has \$1,547,000 invested in timber land, a town site, a sawmill and a box factory. After writing off \$200,000 for depreciation, the net profits of this department for the four years stands at \$513,946.

The annual report shows a credit balance in the "withholdings repayable" account on December 31, of over \$1,600,000.

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MICHIGAN FARM BUREAU ENGAGES IN COOPERATIVE SELLING AND BUYING.

Three lines of business activity were conducted by the Michigan State Farm Bureau, Lansing, Mich., during the year ending January 31, 1924. These lines were the marketing of wool and seeds and the purchasing of supplies.

Approximately 450,000 pounds of wool of the 1923 clip were handled through the state pool.

The seeds sold through the seed department, would more than fill 220 cars. Among the more important items in the long list are: 77 cars of seed potatoes; 35 cars of red clover seed; 34 cars of timothy seed; 30 cars of alfalfa seed; 21 cars of mammoth clover seed; 15 cars of alsike; and 12 cars of sweet clover. The seed department reports extensive business transactions in fifteen states as well as in Canada. Much of the seed is put up in sealed, branded bags, holding a bushel, a half bushel, or a peck.

Purchases amounting to 2,396 carloads, valued at \$1,500,000, were made during the year through the purchasing department. Among the commodities bought were dairy feeds, poultry feeds, fertilizers, fuel, lime, fencing material, building material, twine, salt and flour. Arrangements have been made with the Ohio and Indiana Farm Bureaus for the purchase on favorable terms of the entire output of a fertilizer factory. A contract has been entered into with a Kentucky mine for the purchase at wholesale rates of 600 carloads of coal.

ONE HUNDRED THOUSAND MEMBERS REPORTED BY TOBACCO COOPERATIVE

On January 26 the membership of the Burley Tobacco Growers' Cooperative Association, Lexington, Ky., stood at 100,285. This is the first cooperative association in the United States to pass the 100,000 mark. Over 5,000 new names have been added to the rolls since December 1. Of this number 3,796 came from Kentucky; 556 from Ohio; 403 from Indiana; 229 from West Virginia; 287 from Tennessee; 134 from Virginia; 79 from Missouri; and 11 from other states where only a little Burley is grown.

Sales amounting to \$15,000,000, to several of the large manufacturers, are announced by the management of the association. One of these manufacturers purchased about 60,000,000 pounds. A large part of this tobacco was of the 1922 crop and was of superior quality.

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BUSINESS OF LIVESTOCK SELLING AGENCY IS INCREASING

January, 1924, was the best month in the history of the Farmers' Union Livestock Commission, South St. Joseph, Mo., which began operating in 1917. During January 1,439 cars of livestock were handled, on which commissions amounting to \$24,303.70 were paid. The expenses for the month were but \$6,591.33, leaving \$18,212.37 as a net saving to the patrons of the company. This saving will become part of the patronage dividend to be returned to shippers later. The average amount of commissions collected was \$16.38 per car. The cost of handling was \$4.48 per car, and the average savings per car were approximately \$12.

This producer-controlled livestock selling agency handled 50% more animals in 1923 than in 1922 and its returns to its patrons amounted to 60% more for 1923 than for the previous year. The detailed figures are given below:

	: 1922	: 1923	: Per Cent
	:	:	: Increase
Number of Cars*	: 8,240:	: 12,360:	: 50.0
Number of Head	: 558,511:	: 843,102:	: 50.9
Value of Livestock Handled	: \$11,804,663:	: \$15,410,814:	: 30.5
Earnings**	: 135,427:	: 210,012:	: 55.0
Commissions Returned to Patrons	: 80,610:	: 138,661:	: 60.0
Per cent Returned	: 60:	: 66:	: 10.0
Average Cost Per Car		\$5.77	

* Including animals delivered by truck.

** Commissions and interest on time deposits.

PEACHES AND APPLES SOLD FOR HALF A MILLION DOLLARS

Total sales for the Jersey Fruit Growers' Cooperative Association, Camden, N. J., amounted to \$506,077, according to the annual report just issued. Of the total amount, \$246,630 was returned to the growers as payment for fruit delivered to the central packing houses. Over \$70,000 of the gross returns went to pay for packages; over \$50,000 to pay for packing; and over \$47,000 for commissions and brokerage, both wholesale and retail. The other factors entering into the distribution of the gross receipts and the relative importance of each are given below:

Items	:	Amount	:	Per Cent
Paid Growers	:	\$246,630.13	:	48.73
Packages	:	70,838.41	:	14.00
Packing	:	52,625.07	:	10.40
Commission and Brokerage (Wholesale and retail)	:	43,142.53	:	8.52
Freight	:	26,752.35	:	5.28
Trucking	:	23,271.42	:	4.59
Central Assn. Expense	:	13,434.99	:	3.65
Ice	:	13,154.98	:	2.58
Storage	:	6,712.46	:	1.33
Inspection	:	3,797.68	:	.74
Allowances	:	625.55	:	.12
Insurance	:	31.90	:	.06
Total	:	\$506,077.57*	:	100.00

*Claims outstanding will probably increase this total by several thousands.

The output of the seven packing houses amounted to 197,847 bushels of peaches and 145,576 bushels of apples, besides a thousand or more bushels of Keiffer pears. Fourteen varieties of peaches were handled in 90 pools and fifteen varieties of apples in 92 pools. The fruit was graded into "Fancy No. 1," "No. 1," "No. 2," "Softs," and "Culls." The number of baskets of apples and peaches falling into each grade, and the percentage of the total quantity, was as follows:

Grade	Peaches		Apples	
	Bushels	Per Cent	Bushels	Per Cent
Fancy No. 1.	7,300	3.7	1,916	1.3
No. 1	112,255	56.7	113,900	78.2
No. 2	40,138	20.3	13,773	12.9
Softs	25,591	12.8	6,241	4.3
Culls	12,763	6.5	4,745	3.3
Total	197,847	100.0	145,576	100.0

Three hundred thirty-four cars of peaches were shipped to 64 cities in 15 states, and 323 cars of apples to 24 cities in 11 states. In addition 10 cars of apples were exported. Besides rail shipments, 170 truckloads of apples were sold in nearby markets, Philadelphia, Newark, Trenton, Elizabeth, and New York City.

The expense of packing the fruit varied in the central packing houses from 7.85¢ a package (5/8 bushel) to 9.86¢; and the total expense of marketing from 9.31¢ a package to 13.63¢. The net returns to the growers for peaches varied from nothing for soft fruit to \$1.80 a bushel for Fancy No. 1 Elbertas; and the net returns for apples varied from nothing to \$1.59 a bushel.

The association is a federation of six locals operating central packing houses. The central organization, which is charged with the marketing of the fruit, is maintained by a charge of 5¢ a bushel. The brokerage on the cars sold f. o. b. in 1923 was \$35, this amounting to about 9¢ a bushel for peaches and 8¢ a bushel for apples.

The Jersey Fruit Growers' Cooperative Association was formed early enough in 1922 to handle part of the crop of that year, total sales amounting to over \$200,000. The fruit in 1922 was pooled daily. In 1923 the pooling was by variety. It is proposed to handle the 1924 crop by a combination of the daily and variety pools.

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SIX HUNDRED CARS HANDLED BY ILLINOIS FRUIT EXCHANGE

Nearly six hundred cars of fruits and vegetables were handled during 1923 by the Illinois Fruit Exchange, Centralia, Ill. These cars were distributed in 98 markets in 20 states, as follows: Alabama, 2 markets; Arkansas, 1; Connecticut, 2; Illinois, 17; Indiana, 5; Iowa, 5; Kansas, 5; Kentucky, 11; Louisiana, 1; Michigan, 4; Minnesota, 3; Mississippi, 6; Missouri, 1; North Dakota, 5; New York, 2; Ohio, 7; Oklahoma, 2; South Dakota, 2; Tennessee, 11; and Wisconsin, 6. Distribution was made through the Federated Fruit and Vegetable Growers, Inc.

In addition to these shipments a large percentage of fruit was sold to track buyers. The volume of fruit was less than the previous year, due to a short crop of early apples and peaches. Prices were good for strawberries, potatoes, cabbage and peaches. No. 1 Elberta peaches brought an average price of \$3.20 per bushel; No. 1 Hales, \$3.27, and No. 2 Hales, \$2.19. Sixty carloads of Early Ohio and Irish Cobbler potatoes, of outstanding quality, brought from 25¢ to 75¢ more than the local wholesale prices. Apples prices, while not satisfactory, compared favorably with prices received in other apple-growing sections.

A survey of the distribution shows that the majority of sales were made closer to the point of production than in 1922, making a shorter average haul. This was accomplished by intensive selling in nearby territory. Apples were sold in carloads in many small towns.

Plans are under way for a reorganization of the exchange under the Illinois cooperative marketing act.

MICHIGAN MILK COOPERATIVE ISSUES ANNUAL REPORT

Net sales amounting to \$376,218 are shown in the annual report of the Berrien County Milk Producers' Association, Benton Harbor, Mich., for the year ending December 31, 1923. The sum paid members for milk was \$200,175; and cream and butter were purchased outside to the amount of \$69,972. Expenses of operation amounted to \$58,192, divided as follows: selling and delivery expense, \$41,986; administrative expense, \$16,206. The operating profit was \$7,251.64.

This association is a nonprofit corporation organized in 1918. It has 150 members and handles milk, cream and butter. Net sales in 1922 amounted to \$297,106, of which \$161,352 was paid to members for their milk. Expenses of operation were \$49,467, and the operating profit was \$9,735. It is estimated that about 50% of the milk is sold direct to consumers, the remainder going to dealers and others.

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ALBERTA FARMERS PLAN FURTHER COOPERATION

At the sixteenth annual convention of the United Farmers of Alberta, held at Edmonton, January 15 to 18, the discussion of cooperative marketing was a prominent feature of the meetings. Two main resolutions were adopted, one that a committee of seven be appointed "to survey the field of cooperative marketing with power to organize the different commodities under the cooperative marketing system," and another "urging that all existing livestock shipping associations (in the Province) get together and draft a uniform contract to be used in the entire Province, and to agree in putting all shipments through one channel of trade....."

An official of the cattle pool reported that during the past season for the first time in the ten years the United Grain Growers had been in the cattle business, the organization had been a real factor in the cattle market. He said "We can not force the prices up just where we would like them, but we are in the position that we can say lots of times what we want for these cattle, and what we will take for them. Before we were told by the buyers what they would give for them.....Now if the price does not suit us we can ship the cattle out. There is not the shadow of a doubt that for weeks at a time the market has been from a quarter to a half cent higher on all the cattle than it would have been had we not been operating the pool."

During the last six months of 1923 about 37,000 cattle were handled by the pool, comprising approximately 30% of all cattle marketed in Western Canada.

A plan was presented at the meeting for three main pools,-- the wheat pool, the cattle pool, then one main organization to cover other commodities, such as eggs, poultry, cream, hay and potatoes, which had not yet developed to a degree to bear the overhead of individual pools for each. The membership of the United Farmers is now 14,466.

GOODLY PORTION OF SELLING PRICE GOES TO LOCAL ASSOCIATIONS

Seven hundred eighty-four cars of fruits and vegetables were handled in 1923 by the Ozark Fruit Growers' Association, Monett, Mo.,. A very large percentage of the shipments consisted of strawberries. Shipments for the year, gross returns, amounts returned to member associations, and percentages, are shown in the following table:

	: Number of :	Gross Returns :	Paid to :	Per Cent
	: Cars :		: Assns. :	
Strawberries	: 581 :	\$695,091	: \$675,317 :	97.0
Cabbage and Tomatoes	: 115 :	116,855	: 111,083 :	95.0
Grapes	: 36 :	34,696	: 32,960 :	94.9
Apples	: 47 :	22,027	: 20,950 :	95.1
Cherries	: 3 :	1,237	: 1,204 :	97.3
Total	: 784 :	\$870,916	: \$841,515 :	

This association was organized in 1906 and serves as the selling agency for 57 local growers' organizations.

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WHEAT MARKETING CAMPAIGN BEING CONDUCTED IN INDIANA

A state-wide campaign has been started in behalf of the organization of the Indiana Wheat Growers' Association, which it is proposed to have functioning by May 24, next. A state organization committee and ten district committees are already at work under the direction of a trained campaign manager. A membership agreement providing for the formation of a non-capital-stock, non-profit association for the purpose of marketing wheat cooperatively, is being signed by wheat growers. The association is to be in charge of eleven directors, ten elected by the membership, and one appointed by the State Board of Agriculture, and having headquarters at Indianapolis.

The marketing contract calls for sale to the association of all wheat produced in 1924, 1925, 1926, 1927, and 1928, and for the pooling of all wheat of like variety, class, quality, or grade, in yearly pools. Liquidated damages for failure to deliver wheat are placed at 25¢ a bushel.

The goal set by the organizers is the signing up of 40% of the wheat acreage of the state by May 24. This means 815,000 acres, producing approximately 11,000,000 bushels.

The Indiana Wheat Pool News is being published by the organization committee, the first number being issued under date of January 15.